

Curriculum vitae resume

AJAYVEER SINGH

MOBILE: +91-9990986217

E- Mail: - ajayveer.singh2606@gmail.com

Permanent add. : Vill+Post – Kajrauth, Tehsil- Iglas, Distt. -Aligarh, Pin -202124

To obtain a responsible career position in an organization where in I can prove myself by in team as to contribute in the growth and success of that organization by optimally utilizing my education and professional qualification.

ACADEMIC QUALIFICATION:

- High School from U.P Board in 2004 with 2nd division
- Intermediate from U.P. Board in 2006 with 1st division.

TECHNICAL QUALIFICATION:-

- Diploma in Agriculture Engineering from Board of technical Education Uttar Pradesh with 1st division in 2013.

TRAINING

- One month training Central Form Machinery Trg. Testing Institute (Tractor Nagar) Budani M.P.
- Skill to Impart Training regarding Tractor Systems, Machineries.
- Strong knowledge of Diesel Engines with Hands on Experience of Assembly / Dismantling Engines, Transmission and Hydraulics.
- Solving the online problem occurred on Dealer Management System.
- Assist with the development of strategic plans.
- Supervise technical training for staff.

15th days training food processing center Mandy smite Hathras (Mahamaya nagar)

COMPUTER KNOWLEDGE

- **Basic Knowledge of Computer.**
- **M.S word, Excel etc.**
- **Working with online portals**

CURRENT WORKING EXPERIANCE

01-July-2021 to on words

COMPANY : Shakti Agro Technology

DESIGNATION : Regional Sales Manager North

Responsibilities include:

- Managing organizational sales by developing a business plan that covers sales and expense control.
- Meeting planned sales goal.
- Setting individual sales targets with the sales team.
- Tracking sales goals and reporting results as a necessary.
- Overseeing the activities and performance of the sales team.
- Coordination with the marketing on lead generation.
- The ongoing trainings of your sales people.
- Developing your sales team through motivation, counseling, and products knowledge education.
- Promoting the organization and the products .
- Understand the ideal customers and how they relate to our products.
- Conduct marketing research to identify selling possibilities and evaluate customer needs.
- Actively seeking out the new sales opportunities through cold calling, Networking and social media.
- Setup meetings with potential clients and listen to their wishes and concerns.
- Prepare and deliver appropriate presentation on products and services.
- Create frequent reviews and reports with sales and financial data.
- Ensured the availability of stock for sales and demonstration.
- Participant on behalf of the company exhibitions and conferences.
- Negotiate / close dealer and handle complaints and objections.
- Collaborate with the team members to achieve better results.
- Gather feedback from customers and prospects and share with internal teams.

PREVIOUS WORKING EXPERIENCE:

16-June 2020 to 30-june 2021

COMPANY : Av Constructions Pvt ltd

DESIGNATION : Sr. Engineer Billing

Responsibilities include:

- Billing and projects co ordination with client.

**PROJEC : 1. Wonder hospital Pvt Ltd spring field colony sector -31
Faridabad Haryana.
2. Maa Amritamayi Math Hospital and medical collage Sector -88
Faridabad Haryana.
3. DDA & HUDA Park developments in Gurugram & Delhi NCR.**

1-October - 2018 to 30-may 2020

COMPANY : Rajesh Industrial projects pvt ltd

DESIGNATION : Sr. Project Engineer for Billing

Responsibilities include:

- Plumbing, fire fighting, STP Billing and projects co ordination with client.

**PROJEC : 1. Reach airia mall commercial project Sector-68 Sohana road near
Badshahpur Gurgaon.
2. Reach Ojas 3 roads mall commercial project Sector-70 Darbari
pur road Gurgaon
3. Indian medical association building IMA House, indraprastha
marg New delhi.**

PREVIOUS WORKING EXPERIENCE:

February-2016 to 30-09-2018

COMPANY : Shiv sai vision LLP

DESIGNATION : Sr. Project Engineer (Billing and co ordination)

Responsibilities include:

- Supervision of entire PLUMBING WORK for BPTP Parkland pride, New Elite floor, & L block villas projects.
- Maintaining All Labour performed work measurement.
- Co ordination with client & other venders on site work.
- All contractors billing work prescribed formats.

PROJECT : BPTP Parkland pride Sector -77 Faridabad.

August-2014 to January-2016

COMPANY : Rajesh Industrial projects pvt ltd
DESIGNATION : Project Engineer for supervisors

Responsibilities include:

- Supervision of entire Fire fighting, plumbing, STP, WTP Work for Aakash hospital Project Sec.-3 Dwarka New Delhi.
- Maintaining contractors' performed work measurement.
- Plumbing, fire fighting, STP Billing and projects co ordination with client.

PROJECT : Aakash healthcare hospital main road sector 3 Dwarka New Delhi.

October-2012 to July-2014

- **COMPANY : S. S. ASSOCIATES (establishment of SWETA ESTATE PVT LTD.)**
- **DESIGNATION : Site Engineer,**

Responsibilities include:

- Supervision of entire civil & structural concrete work for 2 no's tower each of G +16 Storey's
- Supervision of finishing work of floor, wall & ceiling including railing fixing
- Maintaining contractors' performed work measurement
- Contractor quantity entry in measurement book for contractor billing
- **PROJECT : Central park -2 Belgravia -2, sector 48 Sohana road Gurgaon.**
It is residential G+ 16 projects in 40 acre with estimated cost of 450cr.
- **Project detail**

Client: Sweta Estates Pvt Ltd.
Establishment: S.S. ASSOCIATES

June-2010 to Sept-2012

- **ORGANIZATION:** M/s KOHLTEC CONSTURUCTIONS PVT. LTD.
- **DESIGNATION:** Junior Site Engineer. Responsible for layout & foundation work
- **PROJECT:** - Landmark Cyberpark sector 67 Gurgaon. It is commercial project spreaded over 60 acres. Estimated Cost is about 250 Crores Civil work, Project detail:

Client: Landmark Apartment pvt ltd.

Contractor: Kohltec constructions pvt ltd.

PERSONAL DETAIL		
-----------------	--	--

Name	:	Ajayveer Singh
Father's Name	:	Mr. Kalicharan Singh
Date of Birth	:	26 th June, 1987
Sex	:	Male
Marital Status	:	Married
Religion	:	Hindu
Nationality	:	Indian
Languages Known	:	English, Hindi
Hobbies	:	Listening music, reading books.

Date:

Place:

(Ajayveer Singh)